

Tender Alert Service

The Challenge

Identifying and drafting tender responses, keeping abreast of current programme offerings and deciding on which tenders to bid for is time consuming, demands a systematic approach and requires thorough industry knowledge.

The Solution

Our tender alert service is a proactive way of helping you to remain abreast of developments and new calls for tenders for public sector contracts.

As a subscriber, you will be able to access a range of services typically provided through the functions of in-house business development staff. Furthermore, the information and advice you will receive will be specific to the particular needs of your organisation; we filter the information sources and tailor any advice so that all feedback is useful and relevant.

The success of this service will be founded on our knowledge of your organisation and our thorough understanding of the issues that are important to you. For this reason, subscription to our tender alert service will typically follow other undertakings with Wessex Partnerships such as a business opportunities review as part of a wider strategy.

The Benefits

Subscription to our tender alert service will enable your organisation to identify and win public sector contracts that you may previously have missed.

The benefits will be particularly significant to those organisations which do not have an in-house contract bid team or those who need additional resources to identify and compete for public tenders in the most cost-effective way.

Our Expertise

WP brings a breadth of understanding of commercial and public sector industry sectors, suppliers and industry trends to the procurement process. We can assist at every stage, from identification of possible tender opportunities, analysis of requirements, assessment of opportunities and preparation of the proposal document.

We provide a search package that will match your products and services to all relevant public procurement bodies.

Customers use our tender alert service when they need regular external support to identify potential tender opportunities or as an ongoing strategic resource to enable consistent growth and development in their organisation.

Wessex Partnerships Ltd, Regional Business Centre, Harts Farm Way, Havant PO9 1HR

Web: www.wessexpartnerships.com

Tel: 023 9244 9449

email: info@wessexpartnerships.com

Fax: 023 9244 9456

Tender Alert Service

Our Tender Alert Service serves to identify, filter and report on existing and new tenders on a regular basis. This involves the following tasks:

- Initial review of tendering databases and Government websites to identify the main tendering options for your organisation
- Undertaking weekly research into calls for new contracts and other relevant tendering opportunities
- Appraise these potential opportunities on behalf of your organisation to cover:
 - Nature and relevance of the tender opportunity to your organisation
 - Likely strategy to align your proposal with the customer's evaluation process
 - Tender awarding process, proposal forms and deadlines for receiving proposals
 - Use of a bid evaluation checklist to aid decisions on the likelihood of success of proposals
- Planning the proposal writing process, including likely resources required to complete the tender application
- Identification of opportunities for partnership working with other organisations.

Reporting

We refine the list of potential tender opportunities, using criteria such as matching with your business areas, knowledge of the customer, proposal validation, size of contract offered and timetable for proposal submissions to inform the bid decision before committing to an expensive proposal effort.

We also undertake specific ad hoc research investigations into public commissioning bodies as directed by yourself.

If an opportunity arises which has a very short deadline for proposal submission, we will contact you as soon as possible in order to be able to maximise the opportunity.

Cost

- Business Opportunities Review - £500
- Tender Alert Service -
 - £300 monthly retainer, payable quarterly, or;
 - £3000 annual subscription, payable at beginning of period
- Ad hoc investigations - £500 per day

(all prices are subject to VAT)

Find out more

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